

Message Text

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64

ACTION NEA-13

INFO OCT-01 ISO-00 EUR-25 EB-11 COME-00 CIAE-00 INR-10

NSAE-00 RSC-01 DODE-00 DRC-01 /062 W

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R 311020Z JAN 74

FM AMEMBASSY NEW DELHI

TO SECSTATE WASHDC 9406

C O N F I D E N T I A L NEW DELHI 1554

PLEASE PASS TO DEFENSE ISA/DSAA

E.O. 11652: GDS

TAGS: BEXP IN

SUBJECT: INDIAN BUSINESSMAN WISHES TO CONTACT WESTINGHOUSE DIRECTLY

REF: NEW DELHI 10844, SEPTEMBER 17, 1973

1. BRIJ MOHAN GUPTA, CHIEF EXECUTIVE OF INDIAN AITRONICS (SEE WTDR, NEW DELHI'S 12951, NOVEMBER 8, 1973) INFORMED THE COMMERCIAL COUNSELOR AND THE DEFENSE REPRESENTATIVE, INDIA, THAT THE INDIAN NAVY IS PLANNING TO SPEND BETWEEN \$4 AND \$5 MILLION ON THE PURCHASE OF VERY LOW FREQUENCY COMMUNICATIONS EQUIPMENT.

2. GUPTA, WHO HAS EXCELLENT SOURCES OF INFORMATION, CONFIDENTIALLY INFORMED US THAT THE PRODUCTS AND/OR SERVICES OF THE FOLLOWING THREE FOREIGN SUPPLIERS ARE UNDER CONSIDERATION: C.S.F. THOMPSON (SIC) OF FRANCE; TELEFUNKEN OF WEST GERMANY AND WESTINGHOUSE USA. GUPTA BELIEVES HE CAN MAKE THE SALE AND IS CONFIDENT ENOUGH AND WILLING ENOUGH TO TRAVEL TO THE U.S. AT HIS OWN EXPENSE TO DISCUSS THIS OPPORTUNITY WITH WESTINGHOUSE.

3. AT GUPTA'S SPECIFIC REQUEST WE HAVE NOT INFORMED THE WESTINHOUSE VICE-PRESIDENT IN INDIA, JAN DROBOT, OF THIS OPPORTUNITY OR OF GUPTA'S OFFER.

4. IT WOULD BE APPRECIATED IF NEA/INS COULD CONTACT CHARLES WEAVER, PRESIDENT, WESTINGHOUS INTERNATIONAL AND ASCERTAIN
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WHETHER OR NOT WESTINGHOUSE IS WILLING TO HAVE GUPTA VISIT THEM

OR THE WESTINHOUSE VICE PRESIDENT IN BEIRUT REGARDING THIS
IMPORTANT TRADE OPPORTUNITY.
SCHNEIDER

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NNN

Message Attributes

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